

Message Text

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ORIGIN STR-07

INFO OCT-01 EUR-12 EA-10 IO-13 ISO-00 LAB-04 SIL-01
AGRE-00 TRSE-00 COME-00 STRE-00 CEA-01 CIAE-00
DODE-00 EB-08 FRB-03 H-01 INR-07 INT-05 L-03
NSAE-00 NSC-05 PA-01 CTME-00 AID-05 SS-15 ITC-01
USIA-06 PRS-01 SP-02 SOE-02 OMB-01 DOE-11 AF-10
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FM SECSTATE WASHDC

TO AMEMBASSY OTTAWA

AMEMBASSY BRUSSELS

AMEMBASSY TOKYO

AMEMBASSY BERN

AMEMBASSY VIENNA

AMEMBASSY STOCKHOLM

AMEMBASSY OSLO

AMEMBASSY HELSINKI

AMEMBASSY REYKJAVIK

INFO AMEMBASSY BONN

AMEMBASSY COPENHAGEN

AMEMBASSY DUBLIN

AMEMBASSY THE HAGUE

AMEMBASSY LONDON

AMEMBASSY LUXEMBOURG

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USMISSION GENEVA

AMEMBASSY CANBERRA

AMEMBASSY WELLINGTON

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USEEC/EMB, USMTN, CANBERRA PASS AMB WOLFF

E.O. 11652: N/A

TAGS: ETRD, MTN

SUBJECT: MTN: TARIFF AND NONTARIFF OFFERS

REF: GENEVA 1583

1. ON JANUARY 23 IN GENEVA THE UNITED STATES, IN ACCORDANCE WITH THE TIMETABLE AGREED LAST YEAR, TABLED ITS DETAILED AND COMPREHENSIVE OFFER IN THE MULTILATERAL TRADE NEGOTIATIONS. A NUMBER OF OTHER DEVELOPED COUNTRIES ALSO TABLED, IN VARIOUS DEGREES OF DETAIL, THEIR OFFERS AT THAT TIME. THE U.S. OFFER INCLUDED A SPECIFIC LINE-BY-LINE OFFER ON INDUSTRIAL TARIFFS BASED ON THE WORKING HYPOTHESIS FOR TARIFF REDUCTIONS; A DETAILED RESPONSE TO INDIVIDUAL REQUESTS MADE OF THE UNITED STATES ON INDUSTRIAL NONTARIFF MEASURES; AND A DETAILED RESPONSE TO REQUESTS MADE OF THE UNITED STATES ON AGRICULTURAL TARIFFS AND NONTARIFF MEASURES.

2. WITH THE EXCEPTION OF JAPAN, NO OTHER MAJOR DEVELOPED COUNTRY PUT FORWARD AN OFFER IN SUFFICIENT DETAIL TO ALLOW MEANINGFUL NEGOTIATIONS TO TAKE PLACE. IN MANY INSTANCES THE OFFERS PUT FORWARD ALSO FAILED TO RESPOND LIMITED OFFICIAL USE

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TO MANY OF THE SPECIFIC REQUESTS MADE BY THE UNITED STATES ON INDUSTRIAL NONTARIFF MEASURES AND ON AGRICULTURAL

TARIFFS AND NONTARIFF MEASURES. THE UNITED STATES IS PREPARING FOR INTENSIVE BILATERALS TO GO OVER U.S. AND FOREIGN REQUESTS AND OFFERS. HOWEVER, WE ARE CONCERNED THAT, UNLESS THE MAJOR DEVELOPED COUNTRIES IN THE VERY NEAR FUTURE COME FORWARD WITH GREATER DETAIL IN THEIR OFFERS AND RESPOND (WITH OR WITHOUT AN OFFER) TO OUR SPECIFIC REQUESTS WHERE THEY HAVEN'T ALREADY DONE SO, THE CRUCIAL BARGAINING PHASE OF THE MTN WILL BE UNNECESSARILY DELAYED, THEREBY JEOPARDIZING OUR OBJECTIVE OF COMPLETING THE MTN BY JULY. ALTHOUGH MOST COUNTRIES HAVE RECENTLY EXPRESSED IN GENEVA THEIR INTENTION TO TABLE THEIR DETAILED INDUSTRIAL TARIFF OFFERS (REFTEL), WE STILL BELIEVE THAT THIS MATTER IS IMPORTANT ENOUGH TO WARRANT FOLLOW-UP ACTION IN CAPITALS TO ENSURE THAT THE NECESSARY ATTENTION IS BEING GIVEN TO THE MATTER THERE.

3. ACTION REQUESTED: ADDRESSEE POSTS ARE REQUESTED TO

APPROACH HOST GOVERNMENTS AT AN APPROPRIATELY HIGH LEVEL AND EXPRESS U.S. CONCERN ABOUT THE GENERAL LACK OF DETAIL AND SPECIFICITY IN THE OFFERS MADE TO DATE IN THE MTN. REMARKS ABOUT THE HOST GOVERNMENT'S OWN OFFER SHOULD BE TAILORED TO THE PARTICULAR SITUATION OF THE COUNTRY IN QUESTION, WHICH IS OUTLINED BELOW. HOST COUNTRY SHOULD BE ENCOURAGED TO COME FORTH AS SOON AS POSSIBLE WITH THE DETAILED ELEMENTS OF ITS OFFER WHERE NEEDED (E.G., LINE-BY-LINE OFFER ON TARIFFS) AND WITH RESPONSES TO SPECIFIC U.S. REQUESTS WHERE NO RESPONSES HAVE BEEN MADE. IT SHOULD BE STRESSED THAT BILATERAL NEGOTIATIONS WITH THE UNITED STATES WILL NOT BE POSSIBLE UNTIL THERE IS A CLEAR UNDERSTANDING BY BOTH SIDES OF THE DETAILS OF WHAT EACH SIDE IS OFFERING. THESE DETAILS MUST BE MADE AVAILABLE AS SOON AS POSSIBLE. RESULTS OF YOUR DEMARCHE LIMITED OFFICIAL USE

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SHOULD BE REPORTED TO BOTH WASHINGTON AND MTN GENEVA.

4. FOR BERN: THE SWISS HAVE TABLED A GENERAL INDUSTRIAL TARIFF OFFER BUT HAVE NOT TABLED AN OFFER ON NON-TARIFF MEASURES OR AGRICULTURE. THEY ARE EXTREMELY ANXIOUS TO DISCUSS THE U.S. OFFER, PARTICULARLY AS IT PERTAINS TO SWISS EXPORT INTERESTS, SUCH AS WATCHES AND CERTAIN AGRICULTURAL PRODUCTS. IT WILL BE DIFFICULT TO HAVE ANY MEANINGFUL DISCUSSIONS WITH THE SWISS UNTIL THEY PUT FORWARD A DETAILED OFFER, NOT ONLY ON INDUSTRIAL TARIFFS BUT ON NON-TARIFF MEASURES AND AGRICULTURE

AS WELL. (REFTEL) AT A RECENT 7 PLUS 7 MEETING IN

GENEVA, THE SWISS PROMISED SUBMISSION OF AD VALOREM EQUIVALENTS IN TWO WEEKS TIME. WE WOULD HOPE THAT THEY COULD PROVIDE THEIR LINE-BY-LINE OFFERS AS WELL AT THAT TIME.

5. FOR VIENNA: THE AUSTRIAN, HAVE JUST PUT FORWARD A GENERAL OFFER ON TARIFFS, NON-TARIFF MEASURES, AND AGRICULTURE. THE AUSTRIANS HAVE STATED THAT THEY WILL SOON REVEAL WHAT COEFFICIENT THEY WILL USE IN THE SWISS FORMULA. (REFTEL) THEY SHOULD BE ENCOURAGED TO PUT FORWARD A LINE-BY-LINE OFFER ON TARIFFS AS WELL AS MUCH NEEDED DETAIL ON NON-TARIFF MEASURES AND AGRICULTURE.

6. FOR NORDIC CAPITALS (HELSINKI, OSLO, REYJAVIK, STOCKHOLM): THE NORDIC OFFER ON INDUSTRIAL TARIFFS CONSISTED OF A GENERAL STATEMENT TO THE EFFECT THAT THE NORDICS WOULD APPLY THE SWISS FORMULA WITH A MINIMUM OF EXCEPTIONS. THE NORDICS RECENTLY STATED THAT ITEM-BY-ITEM OFFERS FOR THE TARIFF SCHEDULES OF SWEDEN, NORWAY,

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AND FINLAND WOULD BE AVAILABLE IN TWO WEEKS. (REFTEL). WE HOPE THAT THESE THREE COUNTRIES CAN MEET THIS TIME-TABLE. WE RECOGNIZE THAT ICELAND'S OFFERS ARE CONTINGENT UPON TIMELY RECEIPT OF REQUESTS. THE NORDIC RESPONSE ON INDUSTRIAL NON-TARIFF MEASURES WAS ALSO OF A GENERAL NATURE BUT HAS BEEN FOLLOWED UP WITH SPECIFIC RESPONSES FROM FINLAND AND NORWAY TO INDIVIDUAL U.S. REQUESTS. THE NORDICS HAVE NOT YET MADE AN OFFER ON AGRICULTURE. WHEN DO THEY INTEND TO MAKE SUCH AN OFFER?

7. FOR OTTAWA: THE CANADIANS PROMISED TO DISTRIBUTE THEIR ITEM-BY-ITEM OFFER ON INDUSTRIAL TARIFFS WITHIN ONE TO TWO WEEKS. WE HOPE THAT THEY WILL BE ABLE TO TABLE THEIR DETAILED OFFER ON NON-TARIFF MEASURES AND AGRICULTURE AT THE SAME TIME.

8. FOR TOKYO: WE ARE SATISFIED WITH THE DETAIL AND SPECIFICITY OF THE JAPANESE OFFER ON TARIFFS, NON-TARIFF MEASURES, AND AGRICULTURE. HOWEVER, WE NOTE THAT THE JAPANESE OFFER ON NON-TARIFF MEASURES AND AGRICULTURE FAILS TO RESPOND TO MANY SPECIFIC U.S. REQUESTS. WE HOPE THAT THE JAPANESE CAN GIVE US SOME RESPONSE TO THESE SPECIFIC U.S. REQUESTS AT AN EARLY DATE.

9. FOR EC BRUSSELS: THE EC TARIFF OFFER IS GENERAL AND REQUIRES SPECIFICITY. WE RECOGNIZE THAT THE EC FACES

POLITICAL CONSTRAINTS IN COMING FORWARD WITH A LINE-BY-LINE TARIFF OFFER AT THIS TIME. NEVERTHELESS, THE U.S. BELIEVES THAT THE EC SHOULD COOPERATE IN PROVIDING THE DETAILS OF ITS TARIFF OFFER TO THE U.S. MTN DEL IN GENEVA. AS FOR NON-TARIFF MEASURES, THE EC OFFER ON NON-TARIFF MEASURES FAILS TO RESPOND TO MOST SPECIFIC U.S. REQUESTS ALTHOUGH THE EC DID EXPRESS A WILLINGNESS TO PURSUE DISCUSSION ON THESE MATTERS. AS FOR THE EC AGRICULTURAL OFFER, IT FAILS TO RESPOND TO ANY OF OUR
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NON-TARIFF REQUESTS AND TO MANY OF OUR TARIFF REQUESTS IN AGRICULTURE. DOES THE EC INTEND TO COME FORWARD WITH SOME RESPONSE TO THESE REQUESTS IN THE NEAR FUTURE?

10. FOR WELLINGTON AND CANBERRA: WE ASSUME THAT AMBASSADOR WOLFF WILL BE DISCUSSING THIS MATTER WITH HOST

GOVERNMENT OFFICIALS SO THAT NO DEMARCHE BY YOU IS
NECESSARY AT THIS TIME. VANCE

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